



*Work Lighter*  
**Get Richer**

How to create more of what you want  
(and less of what you don't want)

**Sarah McCrum**

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# PART 1

## The Altar of Hard Work

I connect with some successful people. They've worked very hard and very smart to get to where they are. By most people's standards they've made it.

But there's a problem which especially affects smart, capable people who have a big vision and want to make a meaningful difference in the world.

If it takes so much hard work and such a huge level of smart decision-making to create regular business success, what's it going to take to challenge the status quo and stretch yourself into new territory all the time?

In the past it's been pretty normal for gamechangers to struggle in the mainstream. Buckminster Fuller never had more money than he needed, which is a precarious way to live. Nikola Tesla died a pauper, though he invented some of the most significant technologies of his generation.

Like being an artist, it's been a common perception that dedicating yourself to improving the world carries a huge price. But there's a different energy now, one where people of **all** generations are asking for more.

They don't want to sacrifice themselves for years on the altar of hard work.

They don't want to make money at the expense of their greater purpose.

They don't want their ambition to achieve their potential to interfere with their connection with their kids.

But most of them work very hard. They **have to** focus on making money. And they frequently struggle to be present with their kids because their minds are so busy being busy.

***We have to find a better way to work and make money.***

## Cake and More Cake

My parents used to say. "You can't have your cake and eat it. You have to compromise." That drove me crazy when I was very young. I couldn't understand the point of giving up the cake this way and compromise always felt like a failure in every direction – a lose-lose outcome.

So my view is that we need a better way to work and make money because this trend of wanting money + purpose + family connection + creativity + (insert whatever you want) is a good thing. In fact, it's one of the healthiest trends I've seen in a long time.

Millennials are often accused of being lazy and expecting everything to be handed to them on a plate. I believe they're in touch with this new energy but they rarely know how to put it into practice.

This is the sign of a generation struggling to embrace a sense of abundance in the world. They know at a certain level that an abundant life is possible and that their parents weren't lying when they said "You can have anything you want."

It's just that their parents weren't great examples of having your cake and eating it too. They were working far too hard for that. They didn't know how to deliver on their promise. But that doesn't mean it isn't possible.

***Let's have our cake, eat it, and have more cake.***

## Ignoring Your Best Friend

Money.

I keep talking about it and I notice that it's not the most popular subject.

BUT I also notice that everyone I meet has some issue with money which they would ABSOLUTELY LOVE to solve, however wealthy or poor they are. The tricky thing is that you can't solve it if you don't address it.

As I've explored it with many different people over the last seven years, I've realised why it's such a challenging topic. It brings up SO MUCH FEAR. I've heard people talk about...

- selling their soul to the devil
- deep shame about not making enough
- constant fear of losing it all
- disgust and anger at what money is used for in the world
- rejection of people who have a lot of money
- rejection of poverty
- desire to completely ignore money
- wishful thinking that it will just arrive magically in their account
- and a whole lot more eye-opening feelings and beliefs

For most of my life I fell into the “ignore it” category. In my family it was one of those subjects you didn't discuss (along with sex, politics and religion). Eventually, I'd ignored it so much that I didn't have any at all. My inheritance was gone. My business had



failed. I had no income anymore. And I had no idea how to move forward.

At that point I had to face the topic of money, like it or not. It would have been better to do it earlier, because getting out of such a deep hole wasn't easy. But once you're at the bottom you no longer have a choice.

My luck was that I had a unique guide in my search for understanding.

***You don't have to wait until you hit rock bottom.***

## If Only Money Could Talk

*"I would like to tell you to love me."*

These were the first words that appeared from my pen when I was doing the exercises in a book called *How to Become a Money Magnet*.

At the lowest point in my financial life, money started talking to me.

No, I'm not crazy. One of the exercises asked the question, "*What does money want to say to you?*" I had no idea that money would have anything at all to say to me, but how wrong I was.

My pen was writing automatically. Words were flowing out that weren't mine, into my red Moleskine notebook. After a couple of pages were filled with fluent script, I looked back at what I'd written. The message brought me to tears. It was one of the most beautiful things I'd ever seen.

Money was telling me, *"I am an energy. I am very powerful and beautiful. I am an incredible web of connections. I am light. I am not dirty."*

It said, *"I connect human beings with each other. I am so flexible you can use me to channel your creativity. Just go ahead. I am waiting for you. You must open your heart. You are too rigid, too afraid and there is nothing to be afraid of."*

It ended with the words, *"I will love you."*

And the sentence that has meant the most to me in subsequent years, *"You will win – not only **me** but **life** also."*

***What on earth did that mean?***

## It Didn't Stop There

That wasn't all. Money went on speaking to me, or should I say through me, for the next 3 months. Almost every day I sat down to see what money wanted to say to me and found my pen writing about things I'd never imagined. That was early in 2011.

I filled several more notebooks without a single crossing out or mistake. There was no hesitation as I wrote but the words were not mine. I was surprised and often laughed at what I was writing. There was a lightness and humour to it that was delightful. Each day I read what I'd written to my husband – it gave us a fascinating insight into the world of the energy of money.

After I'd written around 60 sections I put them together in a book called [Love Money, Money Loves You](#). The essence of the message is that money is unlimited and available to all of us through love and enjoyment. It isn't sinful or negative in any way and a true understanding of money is a path to freedom, happiness and prosperity.

It said things like this to me:

*“I am listening to all of your prayers, your longings, your desperation for money, for more of me. But I have to tell you that I am unable to respond to those kinds of prayers and desperate wishes. I am repelled, or pushed away, by the force of your desire. I am unable to enter the laps, hands or wallets of those who seek desperately.”*

And a little later...

*“It is not your fault and you have not done something wrong. You have never been taught the correct way to approach me. Now I*

*am here to teach you, simply, how to approach me and how to receive me.*

*It is not as difficult as you imagine. I travel on lines of energy to those who are open, receptive and able to use me. There is enough of me to make everyone on Earth a billionaire and then more – much, much more. You hardly started yet.”*

I eventually wrote 260 pages of extraordinary advice from this beautiful energy that I came to see as a friend and ally. Over the last seven years, step by step, I’ve redefined my understanding of what money really is (so much more than currency and transactions). I’ve learned, practised, and proved what I was taught through all those messages, and I’m discovering what true prosperity is for me.

***Building a relationship with money is endlessly rewarding.***

## The Key to Beauty and Generosity

I’m still learning. I expect that to continue for the rest of my life as I can see that there’s no limit to abundance and generosity, two of the key characteristics of the energy of money.

What feels really important to me now is the future. I don’t believe we can create a positive future on this planet as long as we hold onto old-fashioned ideas about money. I believe that each of us

needs to question our relationship with money deeply, and be willing to change it when we discover where it's not working.

This is not something to put off or throw in the “too hard” basket. It's too critical for that. Money is everywhere. It's linked with your deepest beliefs and every aspect of your daily life.

Money is also deeply linked with power. If you want the power structures to change, you need to get very conscious about money. Otherwise those who have most of it will continue to be powerful and the rest will continue to complain.

There are lots of challenges here. It's not comfortable to explore your relationship with money. It will bring up some dark stuff.

BUT it will also introduce you to some of the most beautiful experiences of your life. The energy of money is intrinsically connected with enjoyment, love, and relaxation, as money pointed out all the way through my book. It's also the key to manifestation and creativity – and that includes shaping a better future for humanity.

In the words of money itself: *“Your planet, Earth, is truly abundant. She is surrounded by an energy that can supply you with whatever you want – and to whoever wants it. Between her, you and us (i.e. money), we can create any kind of material goods, experiences and lifestyles you want, and there is always*

*a way to do this without polluting or destroying the planet – if you want to.*

*But currently those who are most concerned about your planet tend to focus on what they don't want. What strange behaviour! How can you create a vision of what you don't want? That's like asking an artist to paint a painting that is not of water. Or going into a shop and saying to the sales assistant "I don't want any apples today."*

*We ask you from today onwards to talk about what you truly want and to forget what you don't want. Did you ever write a "not-wish-list"?"*

Personally, I'd like to see the topic of money on everyone's contemplation list. I'd like to see it as a hot topic for regular review by every person who aspires to be more conscious and more alive. I'd like to see parents discuss it with their children, beyond the inevitable conversation about how they're going to earn money when they grow up. And I'd like to see how this exploration raises our collective quality of life and our natural prosperity.

***Let's talk more about money.***

## PART 2

### Working Lighter to Get Richer

Working light is a more evolved way of working than working hard or working smart. It's relaxing and enjoyable and it produces better results with less effort.

It's rooted in ancient Chinese principles of health and wellbeing, combined with 21st century expectations around life purpose and personal creativity.

It's been developed through 30 years of personal research and training, 20 years of coaching and teaching business owners and seekers of personal development, 5,000 years of deep Chinese knowledge, and over 30,000 hours of working with people to help them create the life they want.

Working light is the first significant ingredient in creating more of what you want and less of what you don't want.

Working light is a way to:

- Be more open, grounded, and relaxed.
- Accomplish more by doing less.
- Create and experience more flow.

- Act while being connected to the source of all energy.
- Use work as an arena for spiritual expansion.
- Create enjoyment, fun and deep satisfaction in work and life.

I recently had an extraordinary experience in a recording studio with the musician and composer, Gary Malkin. We were creating spoken word and music pieces together, called transformances..

With 40 years of studio experience behind him he prepared me for what to expect before we started. He reckoned we'd come out with 4 or 5 good recordings after 2 days' work. We ended up creating 16 pieces and we were happy with all of them.

Gary said he'd never experienced anything like it. We didn't make mistakes. Everything worked the first time, and the level of creativity and synergy as we extemporised together was breathtaking for both of us.

That is working light.

## Getting Richer by Working Lighter

There's another equally significant ingredient in creating more of what you do want and less of what you don't. It's getting richer.



By rich, I mean you experience a life that is full of everything you love. You feel a deep inner wealth and fulfillment that is matched by an outer, material life where you create and contribute whatever you choose.

Your life is a work of art where you decide the colours, tones, and shades, while life itself provides the tools and materials and adds a certain sparkle and delight that you can't create on your own. Or it's a musical composition, where you choose the instruments and voices, the melodies and harmonies, the tone and colour, and the story of the music, while life adds aliveness, spirit, and an inexpressible sense of perfection that is beyond your human scope.

When you discover how to live this way, you're rich beyond measure. Money becomes an expression of your generosity and you live in a flow of prosperity at every level.

It sounds beautiful, maybe beyond reach, but every step in this direction is satisfying and gives you more of what you do want and less of what you don't.

Getting richer is a way to:

- Be, do, and have what you love.
- Become powerfully creative in your life.

- Feel more fulfilled now, whatever you do and whoever you are.
- Discover and express your life purpose.
- Become prosperous in all aspects of life.
- Attract the money and resources you want in any situation.

One of my clients is a lawyer with a very busy practice. She had far too much work and not enough time to do it all so she desperately needed to learn how to create more money in less time.

During an online course on working light she decided to focus on growing one part of her business and reducing another part. Within a couple of weeks of making that decision she won three new ideal clients with “lucrative deals” (her words, not mine).

Since then she’s applied this approach over and over again to solve every problem that’s come up, both professional and domestic. When she was recently up against an important deadline that she said was impossible to reach even if she did several all-nighters, she ended up handing in the required documentation five hours early. In all her years of legal practice she hadn’t experienced anything like that.

This is the true richness. The money is useful, often necessary and creates freedom, but what you learn on this path to

increasing your wealth is far richer than anything money alone can give you.

## Who Is Work Lighter, Get Richer For?

This is for you if...

- You work too hard and make too little.
- You work too hard and make a lot.
- You've ever found yourself working too hard and not getting where you wanted to.
- You feel you've paid a price for all the hard work you've put in over the years.
- You've learned how to work smart but you're still far too busy.
- You regularly have too much to do and not enough time to do it all.
- You worry that you're wasting your life by working too much.
- Work stops you from having fun.
- Work stops you from doing your purpose.

- Work gets in the way of your family life.
- You know you should be more successful/wealthy than you are.
- You want to make more money but you're not willing to sacrifice your health, family or inner freedom.
- You feel guilty or ashamed of making money, even if you're really good at it.
- You find it hard to ask for money for doing the work you love the most.
- You're longing to bring more purpose into your work and financial life but are afraid you'll lose your security or reputation.
- You want to have it all – health, happiness, wealth, and deep fulfilment.

## How Do You Work Light?

You learn how to work light by practising a simple but powerful daily routine. It doesn't look like much on the surface, but the resulting changes are remarkable.

The core practice is called **Energy Relaxation**. It's a way of relaxing that enables you to receive life energy (called Qi in

Chinese), and it's the additional energy that creates the experience of working light (rather than hard or smart).

Relaxing is a way of doing nothing, thinking nothing, and letting go of all your busyness and activity. It may seem very counter-intuitive that doing nothing could make you more productive, but if you do it the right way, that's exactly what happens.

Energy relaxation is NOT watching TV, having a glass of wine, reading a book, or chatting with your friends. It's also not the same as meditating, focusing on your breathing, observing yourself, or doing yoga, although these are all valuable activities.

It's a very simple way of relaxing that recharges your energy, almost as if you're a battery plugged into a power source. You can use it as a quick energy boost or create a long-term habit of daily relaxation that removes stress and increases effectiveness more and more, the further you go.

There are many forms of Energy Relaxation. For working light we focus on five key steps.

1. **Grounding your energy**

This is making a deep connection with the energy of Earth. It helps you get out of your head, let go of over-thinking and get practical results.

2. **Relaxing**

This is softening your entire body, relaxing the muscles,

tissues, and organs, and relaxing your mind, emotions, and spirit. It makes you feel good and increases your enjoyment.

### 3. **Centering your energy**

There's a very important energy centre in your lower belly, about two finger widths below your navel, called the Dan Tien in Chinese. It is your centre of gravity and also the centre of your personal energy field. In all Chinese practices related to health and wellbeing, for example Tai Qi, Qi Gong, or Kung Fu, a lot of attention is paid to the Dan Tien, making sure the energy is centred there. It helps you feel balanced, calm, and ready for anything life throws at you.

### 4. **Opening**

When you open your mind, heart, and energy field, fresh energy can flow through your system. If you stay closed, the energy can circulate within you but doesn't get refreshed and replenished. This can lead to burn out, like an engine in overdrive. Opening up is like standing under a beautiful shower and letting it wash through the inside of your body, cleaning everything as it goes.

### 5. **Receiving energy**

When you receive fresh energy you're in touch with the source of life and the underlying essence of the universe. It creates a flow through your entire system that brings a wide range of benefits simultaneously.

- a. It's healing and improves health.

- b. It makes you more productive.
- c. It helps you attract more help from other people.
- d. It's calming and removes stress.
- e. It relaxes you from the inside.
- f. It makes you feel happier and more positive.
- g. It gives you more energy to keep going through the day and into the evening.
- h. It makes it easier for people to cooperate with you.
- i. It makes you more present, especially with the people you most care about.

Dave is a good example of how it works. He did an online program on working light. He often struggled with low energy and didn't enjoy exercising much.

He started to experiment with his energy and discovered that he could invite in any energy he wanted to experience during the day. If he felt tired he simply asked for more energy and it worked. If he wanted to enjoy himself he would ask for the energy of enjoyment and then it would show up.

He now begins meetings by invoking the energy he wants to experience during the meeting. He's also discovered how to influence business meetings at a distance by sending positive energy to his business partner, with immediate results.

What's interesting is that through this exploration he now has the energy and motivation to exercise every day, which has made a

big impact on him, both physically and emotionally. This is a simple change but it makes a very significant difference over time.

## How Do You Learn to Work Light?

You learn to work light by practising Energy Relaxation every day. It's like doing drills when learning how to play tennis. You train your energy to ground, relax, centre, open, and receive. After some weeks of repetitive training, it starts to become a habit.

It takes 20 to 30 minutes a day to make a significant difference. If you're very busy that might seem like a lot of time, but it can save many hours during the day, so it's better to see it as an investment in a precious resource that's going to bring you an extremely significant return.

If you have a meditation practice you might think you don't need this. If you already work light and you're super-productive, you're probably right, but if you're reading this I would guess you're looking for something. This might be it.

People tell me they meditate better when they also relax. It's great to do both.

I clearly remember when I first met a guy called Tim. He'd experienced a rather traumatic business betrayal seven years



earlier that had knocked his confidence and he'd been trying to raise capital for a new project for the previous eight months without success. The variable heart-rate monitor on his phone showed a consistently high stress level.

When he first learned how to do Energy Relaxation it showed instantly in his heart rate variability which dropped and continued to drop down to a normal level over the next few months. He slept properly for the first time in ages. He also brought in a deal for \$25 million, four days after our first conversation and went on to develop the largest macadamia farm in Australia.

But this was just the beginning. He was inspired by the philosophy of working lighter to get richer, to develop a global business that fulfils his biggest and most expansive dream of helping small business owners to scale without the hassle and hustle most of us have to go through. Now he's in the middle of doing what he absolutely loves to do and creating something that has the scope to improve lives all over the world.

## How Do You Get Richer?

The irony is that I had no money at all when I wrote the book, *Love Money, Money Loves You*. When I first published it, I only had enough cash to buy a single author's copy for myself. That's less than US\$20.

I hoped that having written the book I would instantly get rich, but the honest truth was that I had no clue how to do it. The book described a new relationship with money, one that I had to learn, just like anyone else.

I wasn't given any privileged insider advantage. In fact, it feels like I've been trained by a very strict teacher over the last few years. It doesn't let me get away with anything.

So what have I learned?

- To have no fear around having money or the lack of it.
- That being confused or limited about what I want is the biggest barrier to wealth.
- That money is very different from anything I was taught when I grew up.
- That there are natural laws for how money operates, and those laws work.
- That I can create additional money whenever I need or want it (as long as I follow the natural laws).
- That money has far less to do with hard work than I imagined.

- That love and enjoyment really work – if I give them a chance.
- And that money loves me.

Much of this I learned by failing as well as succeeding, because it takes great clarity to connect with the energy of money in a powerful way. I faced many challenges in those early years where I had no cash at all and needed it urgently, and by applying the advice of my book became able to turn around such difficult situations extremely quickly.

One of the biggest lessons for me was that money came to me when I was ready to handle it. My energy, not my mind, determined the money I could receive. Often I thought I should be more successful than I was; it was only later that I discovered I simply hadn't been ready.

I needed to learn how to run and grow a business, how to manage money wisely, how to take responsibility for it, and how to confidently communicate with other people about it. And all of this with a deep respect and love for money, which meant that I couldn't follow the advice of most business courses that were encouraging me to hustle and work like crazy.

Gradually, through my own learning and my work with clients, I developed the ability to help other people with their money. I've seen remarkable shifts in people who'd been running successful

businesses, but were constantly worrying about money. When they stopped worrying and developed a new relationship with money they created a great increase in wealth, and without the stress and pressure they'd experienced before.

I've also seen people turn around financial challenges, sometimes in a matter of days, simply by shifting their energy around money. In some cases this has saved millions of dollars, in others it's brought in multi-million dollar investments that had previously seemed completely blocked.

I can tell you many more stories over time, but for now, just ask yourself if you can truly say, with your hand on your heart, that you love money with a sense of generosity, abundance, and enjoyment. If your answer is yes, that's a great place to be. If it isn't, it's time to learn more about money.

## How Do You Learn To Get Richer?

I've found there are just three major keys to getting richer. The first is learning how to make a beautiful request. This is asking for something you want in a way that lights you up and makes you smile spontaneously. It's the simplest way to connect with the energy of Money so it can respond to you directly and quickly.

The second is cultivating an inner environment (i.e. in your body, emotions, mind) that makes delivering your request easy for the

energy of Money. This can be summed up in three simple words: Relax. Enjoy. Love.

It's rare that we associate relaxation and enjoyment, or love for that matter, with making money and getting rich. In my book, Money was very insistent that this is essential in the new relationship with money, and I've found it to be absolutely correct.

In fact, the biggest challenge for most people is believing it's this simple. We're so used to working hard that it's a challenge for the ego to accept that all that struggling isn't necessary.

The third key is action, but it's not the *massive action* taught in some systems. It's doing what you need to do each day and doing it really well, even beautifully. We're working light here, after all.

As you get better at it, you find there are certain things that need to be done each day. It's neither too much nor too little. If you stay relaxed and enjoy what you're doing, it seems like life has got itself sorted and everything works out very smoothly.

The really interesting thing is observing people as they go through the process. I get to do this with people who attend a retreat or do an online course or join a membership program. Most people start out by hoping that someone can wave a magic wand over their life and business and all their financial problems will simply disappear.

Sometimes they even experience some rather magical results at the beginning, but in reality they're needing to create a very significant shift in their relationship with money. It's as big as getting used to a new life partner, so it takes time. Falling in love is easy. Loving someone every day is a whole different challenge and it's the same with money.

People often talk to me about their experiments with beautiful requests and I see them getting better at it over time. At the beginning they're usually too heady about it. They try to analyse everything and work out how to do it right, as if they're at school. They gradually learn their own style and discover how to make it work for them, just like I did.

So be prepared to get real and create a genuinely good relationship with this beautiful energy. It's far more rewarding to do it well than to be in a hurry and miss the essence.

## Too Good To Be True

Of course, this sounds too good to be true, so what's the downside?

My personal experience has shown me that it is true, but it takes time to learn how to do it. It's not an overnight miracle system and it's not about money dropping into your lap.

It's about waking up your true nature and the generosity that is inherent in all of life. It's about letting go of feeling constrained and limited and embracing the richness of the human experience. It's about living fully, being in touch with who you really are, and sharing your unique gifts with the world.

These are the biggest challenges of human life, and also the most inspiring. This is what we look for when we talk about financial freedom or life purpose. It's what we're searching for when we try to fulfil our greatest potential. It's what makes us long to be successful, creative, joyful, and free.

***This is what we came here to experience.***

## PART 3

### An Interview on Working Light

*I believe work is one of the things that defines us as human beings, along with our relationships. It's our way of contributing to the society we live in, and it's a powerful way of creating meaning. To turn all of that into a relentless sense of pressure, unhappiness, stress and dissatisfaction is ruining something that could be beautiful.*

*Here's an interview with me by Carsten Christiani, who's had a history of working very hard and has now started to investigate working light. His questions are in bold type.*

**What would you tell somebody who comes across working light and they say, "All fun and good, but if I don't get my work done then they'll fire me? There's too much to do and I just have to make it work." The idea of working light seems almost cynical in this situation.**

There's a simple answer to that, which is that with a bit more energy and relaxation you feel better and you're able to do more. You manage your work more easily. This is an easy change anyone can make.



**What would that mean for my day to day work? How do I make time for all that stuff when everything inside of me is screaming, “I’ve got way too much to do already and I can hardly finish that, and now I’m supposed to make time for a course?”**

This is about the principle of investment. If you invest a little time in doing the right thing, you gain time. What I find is that when someone invests half an hour in an activity that gives them energy, it plays out all day, giving them more time and more productivity as well.

For example, something drops off your to-do list that you thought you would have to do. Something on your list gets done by somebody else. Something that would normally take several hours takes just 30 minutes. Something that would usually have turned out to be full of mistakes is right the first time. And if you have a team, they tend to get it right the first time too, so you don’t waste nearly as much time getting the wrong stuff done, having to explain yourself over and over again, and dealing with all the consequences of poor communication or misunderstandings between people.

When you make that investment, which is essentially an investment in your energy, what you get back is more energy. When you have more energy, you produce more. That’s what energy is all about.

## **So having more energy equates to having more time?**

Most people are still trying to manage their time, but if you think about it, we all have the same amount of time, but what we do with that time varies enormously from day to day. For example, if you have one hour you can sit there, feeling absolutely terrible. It's an awful day. You didn't want to come to work. You've got a headache, all you want to do is go to bed and lie down, so you sit in front of your desk, drink three cups of coffee, move a few pieces of paper around, and absolutely nothing happens.

The very next day you come in, you've had a good night's sleep, you're feeling great. You've got the same hour. You've got the same work on your desk because you didn't get it done yesterday, but because you're feeling good, you get a whole lot done. You make decisions. You ship your work off to the right person and things move. It's the same amount of time, but the difference between these two scenarios is your energy.

What you need to learn is how to manage and master your energy, not your time, because your energy is what gives you leverage over your time. People who are very powerful and very capable have extremely powerful energy.

It doesn't mean they have super batteries. They can't run faster than you or do more sit-ups or do 10 times as many things in one hour as you can. But they have the power to achieve ten or a

hundred or even a thousand times as much as you can in the same time. They may even be less busy than you, but what they achieve as a result is far more. So that's what energy is.

Energy relates to your capacity. It's not just your physical battery. When you invest in your energy, you invest in your capacity, and therefore you can produce more and literally work less to achieve more. That's the first step of working light.

### **How does expanding your capacity work?**

The first level of expanding your capacity is simple stuff you can do on a daily basis that helps you to have more energy so you're more productive. You're more relaxed, you feel better, and you produce more. That's a really simple way of increasing your capacity.

Now imagine the difference between the person who does that daily over a long period, and the person who doesn't invest in their energy, is stressed, doesn't feel good, and doesn't sort out their productivity. The first is going to keep making small incremental changes, which will become huge over time. The second is going to get gradually worse and worse until either they burn out or, more likely, just peter out by losing interest. They lose that spark. They survive their work. They get through it. They do what they have to do and then they retire. It's not satisfying. It doesn't feel like the way we should be living.

**How does time expansion work? What I've noticed with working light is that for some reason the days appear to be longer, like there's more time to get stuff done and it gets done more easily. How is that?**

It depends on your energy. You could make a single decision in a very short period of time that has a huge impact or, equally, you could fail to make a decision and that could make a negative impact or fail to make any impact at all. Time itself is not fixed. It's a much more subjective experience than we tend to view it scientifically or rationally, so the first reason why this works is that when you change your inner experience by changing your energy, you change your experience of time.

It doesn't really matter if 24 hours is exactly 24 hours or not. What matters is what you do with that time. Are you doing more, achieving more, or creating more than you were before? No one can deny it if you experience it for yourself.

Now, if you really want to look at how energy can expand time, you have to get a bit more esoteric and see that time is a very artificial way of dividing up life. At any one time, many events are stacked on top of each other, so while we tend to experience time in a linear fashion, in reality there are many things going on simultaneously. This is true in your own body and everywhere else, but we don't usually focus on it because we don't have the capability of focusing on so many different things happening

together. You may see one little thread, which is what you're focusing on, but there are trillions of those threads going on in your body, let alone on the whole planet or in the universe.

When you start to work with your energy, you can stack up more of those experiences into one time and have more things going on at the same time on different layers.

**What can you say to someone who has maxed out their productivity? They've taken all the courses, they're getting things done, they're doing really well, they take care of their physical energy, and they're doing pretty good. How is this going to help them be more productive?**

It's something you need to try, especially if things are already working well for you. There's not much reason to go and do something new, why would you? But if you're curious, even a very small experience of expanding your energy will show you quickly whether it's going to make a difference to you or not.

It's difficult to explain in words. It's like skiing. I can tell you what it feels like, what I experience when I ski and what happens when you stick those heavy boots and those boards onto your feet and you put yourself on a slope and slide down the snow, but none of that will tell you anything at all about skiing. It's only when you do it that you experience it.

What I hear people say, for example, is that they meditate much better when they have more energy. Very capable, high performance entrepreneurs have told me they gained three hours a day of additional productivity by starting their day taking care of their energy. Now that's a grand claim. To me, that's something worth testing to see if it works for you. There's no point in making promises. What's actually important is does it work? Because if it does then do it and if it doesn't, don't do it.

Let me turn the tables now. What's changed for you since you started trying out working light?

**The main thing that has changed is, I don't worry about stuff all that much anymore. I just do what I can do that day and then I let it go.**

**I probably don't get much more done yet, but it's more enjoyable. It's less like Chinese water torture getting through the workday.**

**Apart from productivity and time games, for me at least the investigation into working light has changed the way I experience work. It's become more pleasurable.**

**Could you speak more about that?**

Take that maxed-out high performer who probably isn't enjoying work all that much. It's a bit of a fight that he or she wins most days, but it's still exhausting. It's still a struggle.

When you have more energy, there are two different things that happen. One is that there's less struggle. Obviously you're not having to fight so much and therefore you feel better because you reduce the pressure and stress massively. You feel more relaxed, so you reduce the unpleasant feelings that go with working really, really hard.

At the same time, the process of charging up your energy feels good in its own right. It's a very enjoyable experience, and that tends to flow into your day. If you've spent 20 minutes or half an hour increasing your energy and feeling good, that's going to influence you all day.

The other thing is really simple. If you have more energy, you don't feel so tired. People often say to me they have more energy when they go home in the evening. They have energy for their kids and their partner, which they didn't have before.

Having more energy makes life more enjoyable because you're able to be present. You're able to have fun. You're able to play with the kids. You're able to have a decent conversation over dinner. You're able to concentrate. These are the simple things

we all want and we sacrifice to a large extent when we work so hard and so relentlessly, constantly under pressure.

**What about the shift from working hard, where something that needs to get done but isn't particularly enjoyable can be achieved by working playfully, so actually enjoying each step of the day.**

In my experience, it goes in steps. The early stages are feeling more relaxed, feeling more at ease, having more enjoyment in the day, having more energy during the day and being more productive. But the real shift from working hard to working light is a longer-term process and at a certain point it requires you to become much more conscious about how you're doing things and why.

When you start to become more conscious and ask deeper questions, you start to unpack the deeper rewards. I think it's very important to be aware that this is a journey. There isn't a formula which I'm going to pop in front of you and you're going to say, "Oh, jolly good. Now I can do it and we're all happy."

It doesn't work like that. This is a really significant shift in habits that you probably developed at school, so they've been there for most of your life. It's a shift to a much lighter way of working and it requires you to ask questions about why you do what you do and why you do it the way that you do it. When you can answer



your own questions, you'll find yourself automatically changing the way you work.

So many of our habits go unquestioned every single day. We just do them because we've always done them that way and because it's subconsciously primed into us. That's the way to do things. That's the way you get ahead. That's the way you get successful. That's the way you make money. It's only when you start to question all that habitual thinking that you start to open up the possibility of doing things a different way.

This is where the real rewards of working light come. The early stages are giving you a taste, creating enough space in your life to ask the questions. Then once you start to ask the questions, you can work out for yourself what **your** version of working light looks like. It might not be the same as mine; the point is that there is a way you can create what you want to create in your life without having to destroy yourself and your health, wellbeing, and happiness in the process.

**In one to three points, why do I absolutely have to start working light?**

You have to start working light for your own sanity. Because if you don't work light you're going to work hard. Which would you prefer? That's the first reason to work light.

The second reason to work light is because that's the way things are going. Life is getting more complex and I don't think we can take any more complexity if we're working hard or even working smart. Our brains will get fried if we have to manage more complexity and more technology. So to me it's part of our evolution. We have to find a better way of doing it.

Thirdly, energy is "the new thing." Energy is the great scientific discovery. In fact, it's not really so new – the Chinese and Indians have been working with energy for thousands of years – but working with it this way is new to us in the West, and it's coming out more and more now that energy gives us the answers we've been looking for.

You have to learn how to work light to prevent burning out, which is running out of energy. You actually have to address the energy equation if you burn out because if you don't, you won't ever fully recover. If you want to prevent burning out, that's a great reason to start working light now.

How much of our life do we spend working? A third at least for most of us. The idea that we spend that much of our lives not enjoying it – that's craziness.

The point is that we spend so much time working, and our work is such an important part of our life, that it's a great pity if the way you work feels like surviving, not thriving. Imagine what it would

be like to love your work and feel fully alive. Then you know you're doing what you came to this planet for. That's the whole point.

Few people say on their deathbed, "I wish I'd worked more," but that's only because of the way we've been taught to work. Personally, I believe work is one of the things that defines us as human beings, along with our relationships. It's our way of contributing to the society we live in, and it's a powerful way of creating meaning. To pile all of that into a relentless sense of pressure, unhappiness, stress and dissatisfaction is ruining something that can be beautiful.

# PART 4

## The Art of Making Beautiful Requests

A beautiful request is a way to set an intention or ask for something you want that's aligned with your heart and your whole being. It's the first and most important step in the process of creating more of what you want and less of what you don't want.

Beautiful requests create tangible, positive results in any area of your life.

Making these requests is an expression of your human creativity. When you form a beautiful request, it's like issuing a command to the energy of money, and money has to respond according to the rules.

### The Head and Heart

As long as you're alive you have wishes and desires. They may be simple, such as having a successful meeting or enjoying your day or finding something delicious to eat for lunch. Or they may be more complex, such as forming a new partnership in your business, or organising an event that meets many different

people's expectations, or finding the best school for your children.

Some wishes arise from your heart. They feel spontaneous. They're what you'd love to happen. Other wishes arise from your head. They're what you think you want, or what you feel you're supposed to want. There's a big difference between the wishes of the heart and the head.

In the grand system of the energy of money, wishes from the heart are easy to fulfill. The energy around them tends to be clean and clear and money responds directly and naturally to them. It's common to feel as if they're fulfilled through synchronicity or serendipity.

Wishes from the head are much harder to fulfill. Their energy is more complex because they're not your own deep, personal desires. They often combine other people's expectations with your own in a way that leaves you feeling inner pressure. This creates conflicted energy. You have to work hard to fulfill these wishes because the energy of money isn't able to respond to them directly. There's more effort, less synchronicity.

In the art of making a beautiful request, it's your heart that leads. The process can't be boiled down to an exact formula even though it involves several steps. It's how you engage with each step that makes that step effective, and that's more about your inner state than about doing it right.

Practice is the key, doing it over and over again, seeing what works and what doesn't, and observing what the process feels like every step of the way. Your feelings become your guidance system and they determine whether your requests are successful.

## How to Form a Beautiful Request

### The simple way

Ask yourself, what would you love to experience or create or contribute? Find what lights you up and makes you smile spontaneously. It can be anything at all, from something you want to buy for yourself to a big project you'd love to create. All that matters is that it makes you feel great and there's no doubt or hesitation. It comes straight from your heart.

In the moment you light up and smile, your request has already been "sent" to the system of Money, which immediately goes into action to deliver whatever you've asked for. It may take some time to materialise, but if you're sincere and spontaneous it can happen remarkably quickly.

### When the simple way doesn't work

You probably aren't able to make such simple requests all the time. Life gets complicated and you analyse your situation to death. You find yourself worrying or overthinking or there are too

many moving parts and you can't figure out what you want any more. Whichever way you look, it doesn't seem simple at all.

This is when you need a step by step process to help you come back to simple.

## Step 1: Combine your key challenges into one request

Identify one area of your life where you'd like some improvement or a good outcome. It might be an area that feels stuck, or where there are challenges at the moment, or where you're longing for an upgrade or shift, or where you'd simply like to experience more or better. Look at all the challenges you have in that area and bring them together into one challenge.

For example, if you want to move to a new house, but you don't have enough money to get the house you want and your partner wants a different house, you have three challenges:

- To buy a new house.
- To have the money for the new house.
- To find a house that works for you and your partner.

If you combine them all together, your request becomes this: *To have the money or circumstances that enable you to buy a new house that both you and your partner love.*

## Step 2: Tweak the request until it will produce a truly beautiful outcome

Feel into the request you've formed. Does it feel really, really good to you? How can you tweak it to make it feel even better? Play with the words and the feelings, until it feels beautiful and lights you up. When it makes you warm on the inside and a big smile spreads across your face, you know you've got it. The moment your face lights up is the key to the effectiveness of the whole process.

For example, *I'd love to find a house beside the park where my partner and I both feel really relaxed and happy and have enough money to turn it into a beautiful home.*

## Step 3: Add "Or something better"

Always add the words "or something better" onto the end of your request. This allows life to give you something better than you can imagine, which is always surprising and delightful when it happens.

For example, *I'd love to find a house beside the park where my partner and I both feel really relaxed and happy and have*



*enough money to turn it into a beautiful home, or something better.*

## Step 4: Ask for it to be done for you

Imagine there's a genie, or a wish-fulfillment system, just waiting for your request and as soon as it's made they'll go into action to fulfill it. Ask your genie to grant your wish.

You're actually speaking to the energy of money, which is more like a genie than you might imagine. It's always there listening out for your requests.

For example, *please bring me a house beside the park where my partner and I both feel really relaxed and happy as well as the money to turn it into a beautiful home, or something better.*

## Step 5: Do what you need to do today, beautifully

Your job now is to do whatever needs to be done as well as you can. There will be some steps you can take to help with your wish. The aim is to do these tasks, and all other tasks, beautifully and to feel as good as you can.

It's important to understand that you're not responsible for all of the work. Life will do a lot of it for you so think of yourself as a

partner in the effort. Do your bit to help the wish fulfillment system get to work on your behalf.

For example, you may need to check out the real estate website and local agents, organise your finances, and have conversations with your partner to clarify what you both really want in your next house.

## Step 6: Let go, relax, and enjoy

The delivery of beautiful requests is connected with your energy. When you're relaxed and enjoying life it's easy for good things to happen to you. If you're worried and stressed your energy closes down and you delay delivery of your request.

It's important to get out of the way as much as you can, while still taking care of your part. If you work too hard at trying to sort it all out, you don't leave any room for the magic of life to happen.

This can take some experimentation to get it right. If you do too much yourself, you slow the whole process down. If you don't take care of your part, you don't create the right circumstances for delivery. It's an art!

## Step 7: Remember that small daily requests make up big long-term requests

If you make a big request, there will be lots of small requests on the way to fulfilling it. It's good to cultivate the habit of asking for

everything you need every day on the way to fulfilling your major requests.

For example, you could ask for:

- a great real estate agent
- a constructive conversation with your partner
- a new contract in your business to bring in some additional income
- a relative or friend who'd love to put some money into your house
- the right house to show up quickly
- and much more.

## Important tips

Have the courage to ask for the best, most satisfying outcome – what you would really, really love, rather than just what you think is possible or reasonable. This is very important because a beautiful request isn't about compromising. It feels good because you're not inviting compromise at all. The energy of money responds very positively to this kind of request.

Once you've made the request, it's important to trust. Give the system time and scope to deliver. Sometimes the results turn out way better than anything you could have imagined.

Don't be overambitious as you practice. Start with smaller requests to build up your confidence. If you have a very big request, state it, but also break it up into lots of smaller requests along the way to its fulfillment.

It's helpful to speak your requests out loud and it's even better when you say them to someone else who's supportive.

Keeping a "Beautiful Requests" journal or list helps you remember and notice details you might otherwise forget or overlook, such as the form of your requests and exactly what happened in response to them.

Look back through the list every so often to notice which requests have been fulfilled and to build your understanding of how powerful you really are.

***Relax, enjoy, love. That's how you create an optimal environment and energy field for wish fulfillment.***

## Tracey's Beautiful Requests

This is a story sent to me by one of my clients after a couple of years of exploring her relationship with money. She's a great demo

*I actually LOVE money, I have seriously improved my energetic love of money and how it ebbs and flows through and around me. As I write this I can feel its energy in love and how much fun it is, like bubbles in a good champagne or prosecco.*

*So how does this translate to my everyday life? Well in a really ordinary way. I still do the everyday money stuff, pay the bills, have weeks where the money flows easily and others when it doesn't. I had to learn to charge for my services in alignment with how I felt about charging and my worth and feeling the worth of the job in energy. The work I did with you, Sarah, about my own worth and getting rid of some silly old crap was invaluable to me being able to learn process. I also learnt to let money flow through me back into the world. She doesn't like to be held captive. I pay for what I feel good about. I give money to what I feel good about.*

*I feel my way through money decisions and issues and compared to other people I am quite financially conservative in the ways of borrowing, because I no longer fear money and I know that it flows to me just fine as long as I am working from a place of love.*

*If it doesn't feel right financially I don't do it, whatever that is. It's all about the feel, the love, the fun and the happiness that money feels around me. If it feels good and money feels happy then we go ahead, like in a partnership. I talk to my friend, Money, and we talk about stuff, what's happening for us and how to share the money love around.*

*My work provides me income but it's not the only thing that does, I have great prosperity in all things. With every job I do I send love to it energetically, and I acknowledge those I work with in energy beyond the drama of the everyday human face they present to the world. I learnt to connect with the love of the job, situation and outcome and then money is happy and the income flows. This was a huge learning for me. I often sit opposite people that I find it hard to do this with but I do it anyway. I say in my heart that I acknowledge you in energy and love and I send you love. It makes me feel good at least.*

*I no longer worry about money. I know I can "turn a dollar" in a million ways and it's about the love not my ego. Occasionally of course my ego trips me up and I sometimes play a bit of a schizophrenic dance between ego, love and my friend, Money.*

*If I could give any suggestions they would be the following:*

- *Learn to ground every day and do it!*

- *Relax and let go often and lots during the day and regularly.*
- *Find love energetically within you. It's all about feeling.*
- *LOVE money energetically, develop a relationship with your friend money. Imagine how it feels, wrap yourself in it, lay in it, feel it flying to and sticking to you and how it feels as it hugs you.*
- *Start feeling your way through your financial decisions and talk with money about it, feel with money about it.*
- *Acknowledge your clients or people around you in energy and love if you can, it changes things in unexpected ways.*
- *Learn to trust that it's ok to go against what everyone else thinks you should do about your work / business and your finances. Just stick with that love of money feeling and what's right for you.*
- *Laugh at yourself and the craziness of business life around you. It's really very funny. I wish I could draw its silliness.*
- *Relax and let go. What's the worse that can happen? Will anyone die from it???? Usually not.*

## PART 5

### The True Power of Who You Are

Most people I meet are naturally concerned about the current state of the world and the future of humanity. They try hard to make a difference in their work and also in their personal and family life. At the same time, it's easy to feel somewhat powerless in the face of all the change that seems to be needed at this point in our history.

It's also easy to believe you make the most difference by **doing** as much as you possibly can. This leaves many people feeling they're not doing enough, but they don't know what they can personally contribute. They take care of their recycling and other small things and live with an underlying feeling that they should be doing more, but they don't know what to do. It all seems too big and too challenging.

But what I've found is that if you do a lot "out there" without doing your inner work you often end up contributing to the very harm you're trying to correct. This is especially likely when you feel emotional or worried about the situation. From an energetic perspective, when you worry about something you make it more likely to happen.



This may be hard to hear. It so often feels ethical and right to be worried, afraid, or angry about the world or a specific issue. It's also natural to respond emotionally to extremely challenging situations, but it's not a good place to stay for long.

If you want things to change you need to access a high level of creativity. This is a different inner position from worry or fear.

Once you realise this, your inner work becomes much more significant. Developing self mastery is essential if you want to become powerful in making a difference. It's when you deal with the gunk inside yourself that you empower your outer expression.

The good news is that inner work is much more powerful than many people realise. It's not just a private experience that makes you feel better and makes no difference to anyone else. Your inner work is your world work.

## What Is World Work?

Patterns you experience within yourself are not only about your personal reality. Each of us is a part of the whole, a part of everything. At a simple level, each of us is a cell in the body of humanity, part of the human collective. When you work on yourself at a deep level, you're working at a deep level for humanity as well.

For example, if your body is sick it's full of cells that are sick. But if one of those cells starts to turn towards health, and then

another one starts to turn, and then another one and another and another, the body will heal itself cell by cell.

As a human being, when you turn towards a healthy, happy, prosperous life, and someone else does, and then more people do the same, you're contributing to the health and happiness of the whole of humanity, not only yourself.

The deep work you do on yourself is the way you influence humanity as a body, as a species. It's how you contribute to changing the direction of the whole. That makes it World Work.

Your world work will unfold and shift. You'll go through different phases at different times. To put it plainly, wherever you're experiencing the most struggle and learning is where your World Work happens. It's in the "not easy".

If you want to identify your world work, I invite you to go deep inside to see what you're truly wrestling with at the moment. What difficult patterns are coming up for you over and over again? Where do you struggle to take the high road? Where are you constantly tempted to become reactive instead of creative?

Can you sense that humanity is also wrestling with those same patterns? Can you also sense that if you resolve those patterns for yourself, you're helping all of us?

This is the deeper inner work that will ultimately bring great power to your outer work. This is where you get to experience

joy, peace, and freedom, as a result of which your true creativity will open up. This is where you have the ability to create change and significant transformation with sincerity and integrity. This is where you unite your inner and your outer work.

This is where working light comes together with getting rich to create your unique contribution. It will have profound significance for you and for the rest of us.

## Will It Work For You?

You've tried so many times, done so many courses and bought so many promises but sometimes it feels like you're still in the same place. Nothing has worked yet so why should this be any different?

It's a fair question.

There are two myths that underlie this question and there's also some real truth in it.

### Myth 1 – The Overnight Miracle

Most people appear to have an underlying expectation that one day all their problems will magically be solved and they'll never come back again. They believe that as long as they figure out how to do the right thing, they'll get a reward for that and then everything will be OK for the rest of their life. I had this internal

expectation for most of my life. It wasn't obvious on the surface but I kept finding it hidden in my subconscious.

It's a grown-up extension of a school mentality. "If I study hard and learn all the right answers I'll get good grades and then I'll get into a good college and then I'll get a good job and then I'll have plenty of money and then everything will be fine." It's like expecting the sun will shine forever more and there'll be no more clouds or rain. It's not going to happen.

What you can reasonably expect and ask for is that you keep improving. That you're spiraling up, not down. That each time you come round the challenging side of the spiral it gets easier, not harder.

From time to time there will be a bigger challenge. That's natural, but it will give you bigger growth as well.

And there will even be some miracles (they will be your testimonial moments, when it's a pleasure for you to share your story). But miracles are usually built on a lot of small steps that are way less dramatic and don't make good testimonials. That's the stuff you never hear about, but is critical to success.

## Myth 2 – The Single Solution

It's easy to look for a single course, program, teacher or method that will solve all your problems forever. It's a variation of myth 1.

It's like expecting that going to university will give you enough learning for the rest of your life. Again it's just not like that.

What you can reasonably expect is that you will find different programs and people at different times. Some of them will inspire you and help you more than others. Sometimes you need to try the bad ones to find the good ones. None of it is a waste of time, but it's worth being discerning and not spending a lot of time with someone who's not helping much.

## The Reality of Personal Development

One of the hardest parts is that what you learn may be very valuable, even life-changing, for a few years, but will not necessarily last for the rest of your life. You're constantly learning new things and letting go of old ways. This applies to your personal development as much as anything else. So don't even expect a single solution to have all the answers. It's so unlikely as to be pointless hoping for it.

As I reflect on 20 years of teaching and coaching and 30 years of focused learning I sometimes ask myself what's the real key to all the results I've seen people achieve. Why do people solve problems that have been stuck for years and years?

I've come to the conclusion that there are just two keys that make the most difference. They are possibly more important than all the skills I've learned over the years. The interesting thing is that

anyone can access these two keys. You don't need years of training or experience, just willingness.

## Love And Patience

If I'm really honest, I would say that most good results occur just because of these two keys. When you learn how to love yourself and your life, your results transform in the most remarkable way. All that self sabotage and self criticism loses its power and your ability to create what you want is dramatically enhanced.

The only other thing that's really important is to be patient. Love grows gradually, sometimes in little bursts, with gaps and lean patches in between. It requires a lot of kindness and a gentle approach to yourself and your life, which takes patience to develop.

When people ask me the question, "Will it work for me?" I know the answer is yes. This is not because my way is better than some other way but because I know the power of love and patience.

This is what takes you beyond the doubt, failure and fear. It's what allows you to take the steps you need, in the order that is right for you, making the mistakes that are perfect for you, ultimately to create the life you'd truly love to live.

Love and patience dissolve the barriers that prevent you from creating whatever you want. It's not a miracle and it doesn't happen overnight. But it's inevitable, and so it always works.

# PART 6

## Questions for Journaling

Many people would prefer not to think about money, either because they're not interested or because the topic makes them uncomfortable. If you've got this far, you're interested. As you consider these questions, don't let discomfort stop you. Discomfort is a powerful ally. It tells you where the juicy bits are – where you'll discover something useful if you're willing honestly to take a closer look.

If you want to explore these questions more fully, I recommend you read or listen to my book, *Love Money, Money Loves You*. It will challenge you to answer these questions at a much deeper level.

The topics below are grouped into sets of 4 questions. Each set has a different focus. You could choose to focus on a single question or a set of questions in a single sitting.

*Why do I work hard?*

*What thoughts go around in my head when I'm overdoing it or working too hard?*

*What's driving me to keep going?*



*What am I afraid might happen if I stop, take a break, or slow down?*

*Do I love my work?*

*Do I love working?*

*How would I like it to change? Can I actually imagine it?*

*What would be the result for me and others if I made that change?*

*What is money, really?*

*Why do I need to think about money?*

*How can I relate better with money?*

*What do I need to change in order to have more money?*

*Why do I have so many bills all the time?*

*How can I let go of guilt and/or shame about money?*

*How can I let go of limiting beliefs about money?*

*How can I move beyond always feeling there's not enough?*

*Why do so many people abuse money?*

*Why are so many people in the world struggling with poverty?*

*Why does money have to exist in the world?*

*What's the difference between money today and traditional bartering?*

*How can I make money by doing what I love?*

*How can I align money with my soul's purpose?*

*How can I fund my purpose-led project?*

*How can I create more wealth in my life?*

*Do I see money as a friend or an enemy?*

*Do I expect it to help me or hurt me?*

*Do I see it as a generous presence in my life?*

*What does generosity of spirit mean to me?*

# What To Do Next

If you're ready to take the next step in working lighter, getting richer and deepening your personal relationship with money, here are some starting points:

1. Sign up for a FREE online course, [Introduction to Thank You Money: How To Do More Good, Make More Money and Feel Amazing.](#)
2. Read or listen to my book, [Love Money. Money Loves You](#) (available on Amazon, Audible and other online bookstores)

If you're still not sure, please send me an email answering these questions and I'll get back to you with a suggestion for a good next step:

Who are you?

What are you working on?

What transformation are you looking for?

What's holding you back at the moment?

What else do we need to know about you?

# Contact

My email is [connect@sarahmccrum.com](mailto:connect@sarahmccrum.com).

## And Finally

In my personal experience, working lighter and getting richer in the way I've described here has opened up more joy, enjoyment and fulfilment than anything else I've done in my life. I didn't expect this, because work and money are rarely associated with beautiful experiences.

Perhaps even more significant, if that's possible, is that a way of living more generously is emerging through this work. Money encourages us to be generous to ourselves as well as being generous to others. It teaches us how to create a flow of money and resources through our life that we can use to nourish ourselves and invest in others.

This is a very new spirit for doing business and relating with money. I believe that developing a spirit of generosity will make a hugely significant difference in human society at this point in our evolution. It gives us permission to take care of our planet and environment, look out for each other and love ourselves, without compromise. That's having your cake, eating it and having more cake.

As I gain experience I'm coming to the conclusion that work is truly what expands and uplifts us as human beings and money is truly the energy that enables us to contribute our greatest, most generous and most powerfully creative work.

Therefore the naive title, Work Lighter, Get Richer, points to something much deeper and more significant than at first appears.

I invite you to explore this to your heart's content.